

9/27/94		Revenue Forecast						
Source	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Totals
								-
Booking/billing Jul	189,062							189,062
Booking/billing Aug		178,750	10,000					188,750
Booking/billing Sept			315,000					315,000
								-
<b>Contracts:</b>								-
Dow Jones		-	-	5,000	5,000	5,000		15,000
AOL					50,000			50,000
CMP				13,200	25,000	34,400		72,600
DTIC				25,000				25,000
DTIC				80,000				80,000
Fulcrum						100,000	50,000	150,000
Conquest			5,000			5,000		10,000
								-
Total "Firm"	189,062	178,750	330,000	123,200	80,000	144,400	50,000	1,095,412
								-
Federal Forecast			115,000	43,000				158,000.00
Commercial Forecast			65,000	168,000	26,000			259,000.00
Production Services:								-
Reuters			60,000				50,000	110,000.00
Moody's						60,000		60,000.00
								-
Total Bottoms Up	189,062	178,750	570,000	334,200	106,000	204,400	100,000	1,682,412
Additional Unidentified					50,000	100,000	100,000	250,000
Total Forecast	189,062	178,750	570,000	334,200	156,000	304,400	200,000	1,932,412

**WAIS, Inc.**  
**Income Statement for the Month Of August 1994**  
**9/27/94**

Month of August				2 Months Year to Date		
Actual	Budget	Better (Worse)		Actual	Budget	Better (Worse)
			REVENUE			
\$163,750	\$111,111	\$52,639	Products	\$292,812	\$222,222	\$70,590
\$1,237		1,237	Government Contract	1,237	\$0	1,237
20,000	34,000	(14,000)	Production Services	80,000	109,000	(29,000)
		-	International	\$0	\$0	-
184,987	145,111	39,876	Total Revenue	374,049	331,222	42,827
				\$0	\$0	
				\$0	\$0	
				\$0	\$0	
184,987	145,111	39,876	GROSS MARGIN	\$374,049	\$331,222	42,827
				\$0	\$0	
				\$0	\$0	
2,678	26,036	23,358	Marketing & Sales	12,689	\$49,992	37,303
812	18,625	17,813	Production Services	13,848	\$44,250	30,402
20,545	28,130	7,585	Development	39,901	\$54,677	14,776
37,237	36,560	(677)	G&A	52,668	\$79,121	26,453
61,272	109,351	48,079	Total Expenses	119,106	228,040	108,934
				\$0	\$0	
123,715	35,760	87,955	Net Operating Income(Loss)	254,943	103,182	151,761
				\$0	\$0	
354	-	354	Interest Income ( Expense)	696	\$0	696
				\$0	\$0	
124,069	35,760	88,309	Pretax Income(Loss)	255,639	103,182	152,457
				\$0	\$0	
54,590	14,304	(40,286)	Income Taxes	112,481	41,273	(71,208)
				\$0	\$0	
\$69,479	\$21,456	\$48,023	NET INCOME(LOSS)	\$143,158	\$61,909	\$81,249

**WAIS, Inc.**  
**August 31, 1994 Balance Sheet**  
**9/27/94**

	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
<i>Current Assets</i>			
Cash	\$201,451	\$183,924	\$17,527
Accounts Receivable	225,500	72,556	152,944
Deposits & Prepaids	2,395	5,876	(3,481)
Total Current Assets	429,346	262,356	166,990
<i>Fixed Assets</i>			
Furniture	4,741	4,741	-
Equipment & Software	95,621	89,276	6,345
Production Services	3,301	3,301	-
Accumulated Depreciation	(35,479)	(35,271)	(208)
Net Fixed Assets	\$68,184	62,047	6,137
<i>Other Assets</i>	3,656	3,815	(159)
<i>Total Assets</i>	\$501,186	\$328,218	\$172,968
<i>Current Liabilities</i>			
Accounts Payable	\$54,953	\$25,956	\$28,997
Accounts Receivable Line of Credit			-
Note Payable	48,711	48,711	-
Deferred Revenue	79,235	79,253	(18)
Accrued Income Taxes	118,580	41,273	77,307
Total Current Liabilities	301,479	195,193	106,286
<i>Shareholders' Equity:</i>			
Paid in Capital	25,000	25,000	-
Current Year Income (Loss)	143,158	61,909	81,249
Retained Earnings (Deficit)	31,549	46,116	(14,567)
Total Equity	199,707	133,025	66,682
<i>Total Liabilities &amp; Equity</i>	\$501,186	\$328,218	\$172,968

**WAIS, Inc.**  
**Income Statement for the Month Of July 1994**  
**9/27/94**

Month of July				1 Month Year to Date		
<u>Actual</u>	<u>Budget</u>	Better (Worse)		<u>Actual</u>	<u>Budget</u>	Better (Worse)
			<b>REVENUE</b>			
\$129,062	\$111,000	\$18,062	Products	\$129,062	\$111,000	\$18,062
\$0		-	Government Contract			-
60,000	75,000	(15,000)	Production Services	60,000	75,000	(15,000)
		-	International			-
189,062	186,000	3,062	Total Revenue	189,062	186,000	3,062
189,062	186,000	3,062	GROSS MARGIN	189,062	186,000	3,062
10,011	23,956	13,945	Marketing & Sales	10,011	23,956	13,945
13,036	25,625	12,589	Production Services	13,036	25,625	12,589
19,356	26,547	7,191	Development	19,356	26,547	7,191
15,431	42,561	27,130	G&A	15,431	42,561	27,130
57,834	118,689	60,855	Total Expenses	57,834	118,689	60,855
131,228	67,311	63,917	Net Operating Income(Loss)	131,228	67,311	63,917
342	-	342	Interest Income ( Expense)	342	-	342
131,570	67,311	64,259	Pretax Income(Loss)	131,570	67,311	64,259
57,891	26,969	(30,922)	Income Taxes	57,891	26,969	(30,922)
\$73,679	\$40,342	\$33,337	NET INCOME(LOSS)	\$73,679	\$40,342	\$33,337

**WAIS, Inc.**  
**July 31, 1994 Balance Sheet**  
**9/27/94**

	<u>Actual</u>	<u>Budget</u>	<u>Difference</u>
<i>Current Assets</i>			
Cash	\$180,890	\$189,008	(\$8,118)
Accounts Receivable	196,910	52,731	144,179
Deposits & Prepaids	2,395	5,876	(3,481)
Total Current Assets	380,195	247,615	132,580
<i>Fixed Assets</i>			
Furniture	4,741	4,741	-
Equipment & Software	87,403	86,276	1,127
Production Services	3,301	3,301	-
Accumulated Depreciation	(32,652)	(32,620)	(32)
Net Fixed Assets	\$62,793	61,698	1,095
<i>Other Assets</i>	3,735	3,815	(80)
<i>Total Assets</i>	\$446,723	\$313,128	\$133,595
<i>Current Liabilities</i>			
Accounts Payable	\$124,559	\$46,625	\$77,934
Accounts Receivable Line of Credit			-
Note Payable	48,711	48,711	-
Deferred Revenue	79,235	79,253	(18)
Accrued Income Taxes	63,990	26,969	37,021
Total Current Liabilities	316,495	201,558	114,937
<i>Shareholders' Equity:</i>			
Paid in Capital	25,000	25,000	-
Current Year Income (Loss)	73,679	40,454	33,225
Retained Earnings (Deficit)	31,549	46,116	(14,567)
Total Equity	130,228	111,570	18,658
<i>Total Liabilities &amp; Equity</i>	\$446,723	\$313,128	\$133,595

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WAIS, Inc.  
FY1995 Balance Sheet Forecast

A/R days: 25

	A/R less	Actual			100%	100%	100%	100%	100%	100%	100%	100%	100%	
		125%	146%											
		Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Current Assets														
Cash		\$134,341	\$180,889	\$201,451	\$301,048	\$606,790	\$700,524	\$661,888	\$693,332	\$666,650	\$664,430	\$638,229	\$694,977	\$749,458
Accounts Receivable		\$101,023	196,910	225,500	475,000	278,500	130,000	249,500	166,667	282,315	186,481	260,185	278,519	381,019
Deposits & Prepaids		5,875	2,395	2,395	2,395	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Current Assets		241,239	380,194	429,346	778,443	900,290	845,524	926,388	874,999	963,965	865,911	913,414	988,495	1,145,477
Fixed Assets														
Furniture		4,741	4,741	4,741	4,741	9,741	9,741	9,741	9,741	19,741	19,741	19,741	19,741	19,741
Equipment & Software		81,776	87,403	95,621	95,621	115,621	120,621	120,621	141,621	146,621	146,621	146,621	146,621	146,621
Production Services		3,301	3,301	3,301	3,301	8,301	11,301	26,301	26,301	26,301	41,301	46,301	46,301	61,301
Accumulated Depreciation		(30,053)	(32,651)	(35,479)	(38,306)	(41,827)	(45,654)	(49,898)	(54,724)	(59,690)	(65,239)	(70,927)	(76,615)	(82,720)
Net Fixed Assets		\$59,765	\$62,794	\$68,184	\$65,357	\$91,836	\$96,009	\$106,765	\$122,939	\$132,973	\$142,424	\$141,736	\$136,048	\$144,943
Other Assets		3,815	3,735	3,656	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815
Total Assets		\$304,819	\$446,723	\$501,186	\$847,615	\$995,941	\$945,348	\$1,036,969	\$1,001,753	\$1,100,752	\$1,012,150	\$1,058,965	\$1,128,358	\$1,294,235
Current Liabilities														
Accounts Payable	114,206	\$124,559	\$54,953	\$51,194	\$34,951	\$27,009	\$57,232	\$35,494	\$86,015	\$45,403	\$44,825	\$70,925	\$58,075	
Accounts Receivable Line of Credit														
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711
Deferred Revenue	79,235	79,235	79,235											
Accrued Income Taxes	6,100	63,990	118,580	307,526	379,937	361,170	388,185	382,255	403,585	382,470	403,323	422,372	501,011	
Total Current Liabilities	248,252	316,495	301,479	407,431	463,599	436,890	494,128	466,460	538,312	476,583	496,859	542,008	607,797	
Shareholders' Equity:														
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Current Year Income (Loss)	31,187	73,679	143,158	383,635	475,793	451,909	486,291	478,744	505,892	479,017	505,558	529,802	629,889	
Retained Earnings (Deficit)	380	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549	31,549
Total Equity	56,567	130,228	199,707	440,184	532,342	508,458	542,840	535,293	562,441	535,566	562,107	586,351	686,438	
Total Liabilities & Equity	\$304,819	\$446,723	\$501,186	\$847,615	\$995,941	\$945,348	\$1,036,969	\$1,001,753	\$1,100,752	\$1,012,150	\$1,058,965	\$1,128,358	\$1,294,235	

Report 1  
26-Sep-94

WAIS, Inc.  
FY1995 Income Statement Forecast

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<b>REVENUE</b>													
Products	\$129,062	\$163,750	\$400,000	\$316,000	\$126,000	\$205,000	\$150,000	\$177,778	\$177,778	\$222,222	\$222,222	\$222,222	\$2,512,034
Government Contract		1,237											1,237
Production Services	60,000	20,000	70,000	18,200	30,000	94,400	50,000	161,000	46,000	90,000	112,000	235,000	986,600
International			100,000										100,000
Total Revenue	189,062	184,987	570,000	334,200	156,000	299,400	200,000	338,778	223,778	312,222	334,222	457,222	3,599,871
			944,049			789,600			762,556			1,103,667	3,599,871
<b>COST OF GOODS SOLD</b>													
Subcontractors													
Total Cost of Goods													
<b>GROSS MARGIN</b>	189,062	184,987	570,000	334,200	156,000	299,400	200,000	338,778	223,778	312,222	334,222	457,222	3,599,871
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Marketing & Sales	10,011	2,678	41,667	38,773	38,907	48,643	45,533	99,952	65,702	62,624	88,724	69,874	613,089
Production Services	13,036	812	31,691	35,997	42,661	42,744	42,744	47,011	46,427	46,566	46,566	46,983	443,238
Development	19,356	20,545	37,559	55,602	73,541	96,474	75,057	76,196	83,196	83,196	83,196	83,196	787,114
G&A	15,431	37,237	29,659	39,259	43,543	50,143	50,143	67,140	76,442	72,442	72,442	78,442	632,326
Total Expenses	57,834	61,272	140,577	169,631	198,651	238,003	213,477	290,299	271,768	264,829	290,929	278,496	2,475,766
Net Operating Income(Loss)	131,228	123,715	429,423	164,569	(42,651)	61,397	(13,477)	48,478	(47,990)	47,393	43,293	178,726	1,124,105
													31%
Interest Income ( Expense)	342	354											696
Pretax Income(Loss)	131,570	124,069	429,423	164,569	(42,651)	61,397	(13,477)	48,478	(47,990)	47,393	43,293	178,726	1,124,801
Income Taxes	57,891	54,590	188,946	72,410	(18,766)	27,015	(5,930)	21,330	(21,116)	20,853	19,049	78,640	494,912
NET INCOME(LOSS)	\$73,679	\$69,479	\$240,477	\$92,159	(\$23,884)	\$34,382	(\$7,547)	\$27,148	(\$26,875)	\$26,540	\$24,244	\$100,087	\$629,889

Report 3  
26-Sep-94

**WAIS, Inc.**  
**FY1995 Sources & Uses of Cash Forecast**

A/R Days: 25

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<i>Beginning Cash Balance</i>	\$134,341	\$180,889	\$201,451	\$301,048	\$606,790	\$700,524	\$661,888	\$693,332	\$666,650	\$664,430	\$638,229	\$694,977	\$134,341
<i>Sources of Cash</i>													
Revenues	189,062	184,987	570,000	334,200	156,000	299,400	200,000	338,778	223,778	312,222	334,222	457,222	3,599,871
Less accounts receivable increa	(95,887)	(28,590)	(249,500)	196,500	148,500	(119,500)	82,833	(115,648)	95,833	(73,704)	(18,333)	(102,500)	(279,996)
Accounts Receivable Line of Cr													
Current Liability Increases	68,243	(15,016)	105,952	56,168	(26,708)	57,238	(27,668)	71,852	(61,728)	20,275	45,149	65,790	359,545
Paid in Capital Increases													
<b>Total Sources</b>	<b>161,418</b>	<b>141,381</b>	<b>426,452</b>	<b>586,868</b>	<b>277,792</b>	<b>237,138</b>	<b>255,165</b>	<b>294,981</b>	<b>257,883</b>	<b>258,794</b>	<b>361,038</b>	<b>420,512</b>	<b>3,679,421</b>
<i>Uses of Cash</i>													
Operating expenses	57,492	60,918	140,577	169,631	198,651	238,003	213,477	290,299	271,768	264,829	290,929	278,496	2,475,070
Less Depreciation	(2,598)	(2,828)	(2,827)	(3,521)	(3,827)	(4,244)	(4,827)	(4,966)	(5,549)	(5,688)	(5,688)	(6,105)	(52,667)
Income taxes	57,891	54,590	188,946	72,410	(18,766)	27,015	(5,930)	21,330	(21,116)	20,853	19,049	78,640	494,912
Deposits & Prepaids Increases	(3,480)			12,605									9,125
Furniture				5,000				10,000					15,000
Equipment & Software	5,627	8,218		20,000	5,000		21,000	5,000					64,845
Production Services Assets				5,000	3,000	15,000			15,000	5,000		15,000	58,000
Other Asset Increases	(62)	(79)	159										18
<b>Total Uses</b>	<b>114,870</b>	<b>120,819</b>	<b>326,855</b>	<b>281,125</b>	<b>184,057</b>	<b>275,774</b>	<b>223,720</b>	<b>321,664</b>	<b>260,103</b>	<b>284,994</b>	<b>304,290</b>	<b>366,031</b>	<b>3,064,304</b>
<i>Ending Cash Balance</i>	\$180,889	\$201,451	\$301,048	\$606,790	\$700,524	\$661,888	\$693,332	\$666,650	\$664,430	\$638,229	\$694,977	\$749,458	\$749,458



**Report 4**  
**26-Sep-94**

**Marketing & Sales Expenses**  
**FY1995**

Account	Actuals		Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Jul-94	Aug-94											
Salaries	6,667	-4,333	9,167	13,167	16,667	16,667	24,583	28,583	28,583	28,583	28,583	28,583	225,500
Payroll Taxes	9.0%	663	-401	825	1,185	1,500	1,500	2,213	2,573	2,573	2,573	2,573	20,347
Medical Insuranc	3.0%	89	89	275	395	500	500	738	858	858	858	858	6,873
Consulting													
Recruiting		49	6,500			3,000		15,000					24,549
Travel		1,932	4,000	4,000	4,000	5,000	5,000	5,000	10,000	10,000	10,000	10,000	68,932
Training		-33	1,000					1,000					1,967
Depreciation													
Equipment Rent/Lease	86	273											359
Equipment/Software													
Network access		652											652
Computer supplies		311											311
Other	98	38											136
<b>Marketing\Sales Only</b>													
Commissions	2,000	3,700	11,400	10,026	6,240	11,976	8,000	16,939	11,189	15,611	16,711	22,861	136,653
Seminars	100												100
Public Relations		27											27
Direct Mail								25,000			25,000		50,000
Trade Shows			7,500						7,500				15,000
Collateral Development			1,000	5,000	10,000	5,000							21,000
Collateral				5,000		5,000	5,000	5,000	5,000	5,000	5,000	5,000	40,000
Advertising	308	375											683
	10,011	2,678	41,667	38,773	38,907	48,643	45,533	99,952	65,702	62,624	88,724	69,874	613,089

**Report 4A**  
**26-Sep-94**

**Marketing & Sales Salaries**  
**FY1995**

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$60,000	VP Sales & Mrkt	Bruce Gilliat	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$20,000	Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000
\$48,000	VAR Mgr	Cindy Miller				2,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	34,000
\$65,000	Product Mktng M	TBH						5,417	5,417	5,417	5,417	5,417	5,417	32,500
\$30,000	Telesales Rep	Kevin Cronin	1,000	2,500	2,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,000
\$30,000	Telesales Rep	TBH						2,500	2,500	2,500	2,500	2,500	2,500	15,000
\$48,000	Federal Sales Re	TBH							4,000	4,000	4,000	4,000	4,000	20,000
\$48,000	Online Sales	Larry Stienberg			2,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	34,000
	Bonus offset		-12,000											-12,000
	Total		6,667	-4,333	9,167	13,167	16,667	16,667	24,583	28,583	28,583	28,583	28,583	225,500

Commission Rate	2%	2%	2%	3.0%	4.0%	4.0%	4.0%	5.0%	5.0%	5.0%	5.0%	5.0%
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**Commision Rate Calculation**

	Quota	Comp	Base	Commissi	Rate
Telesales rep	1,000,000	64,000	24,000	40,000	4%
Var Manager	1,200,000	96,000	48,000	48,000	4%
Inside SalesRep	1,200,000	96,000	48,000	48,000	4%
Telesales 2	1,000,000	64,000	24,000	40,000	4%
Federal Sales	1,200,000	96,000	48,000	48,000	4%
	5,600,000	416,000	192,000	224,000	
VP Sales		172,000	60,000	112,000	2%
	5,600,000	588,000	252,000	336,000	6.0%

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Production Services Expenses  
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		11,000	-2,000	5,000	18,542	24,417	28,583	28,583	31,500	31,500	31,500	31,500	31,500	271,624
Payroll Taxes	9.0%	842	-153	450	1,669	2,198	2,573	2,573	2,835	2,835	2,835	2,835	2,835	24,325
Medical Insurance	3.0%	498	499	150	556	733	858	858	945	945	945	945	945	8,876
Consulting		580	530	8,000	10,000	10,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	64,110
Recruiting														
Travel			456	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	20,456
Training				1,000					1,000					2,000
Depreciation		92	126	92	231	314	731	731	731	1,147	1,286	1,286	1,703	8,468
Equipment Rent/Lease		25												25
Equipment/Software			820	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	20,820
Network access			534	12,000										12,534
Computer supplies				1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	10,000
Other														
		13,036	812	31,691	35,997	42,661	42,744	42,744	47,011	46,427	46,566	46,566	46,983	443,238

**Report 5A**  
**26-Sep-94**

**Production Services Salaries**  
**FY1995**

[illegible]

**Report 6**  
26-Sep-94

**Development Expenses**  
**FY1995**

Account	Actuals		Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Jul-94	Aug-94											
Salaries	11,583	11,583	14,333	29,500	44,500	51,583	51,583	51,583	51,583	51,583	51,583	51,583	472,583
Payroll Taxes	9.0%	886	1,318	1,290	2,655	4,005	4,643	4,643	4,643	4,643	4,643	4,643	42,652
Medical Insuranc	3.0%	178	178	430	885	1,335	1,548	1,548	1,548	1,548	1,548	1,548	13,839
Contractors		4,083	4,083	9,250	14,250	15,250	15,250	8,250	8,250	16,250	16,250	16,250	143,667
Recruiting				5,000		15,000							20,000
Travel				500	500	500	500	500	500	500	500	500	5,000
Training								1,000					1,000
Depreciation		2,506	2,543	2,656	3,212	3,351	3,351	3,934	4,073	4,073	4,073	4,073	41,916
Equipment Rent/Lease		119	156	500	500	500	500	500	500	500	500	500	5,275
Equipment/Software			150	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	20,150
Network access			533	100	100	100	100	100	100	100	100	100	1,533
Computer supplies				1,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	19,500
Other													
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	19,356	20,545	37,559	55,602	73,541	96,474	75,057	76,196	83,196	83,196	83,196	83,196	787,114

Report6A  
26-Sep-94

**Development Contractors**  
**FY1995**

[illegible]

**Report 6B**  
**26-Sep-94**

**Development Salaries**  
**FY1995**

[illegible]

**Report 7**  
26-Sep-94

**G&A Expenses**  
**FY1995**

Account	Actuals		Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
	Jul-94	Aug-94											
Salaries	11,136	11,717	4,625	9,625	13,375	18,375	18,375	30,873	35,458	35,458	35,458	35,458	259,937
Payroll Taxes	9.0%	(1,890)	501	416	866	1,204	1,654	1,654	2,779	3,191	3,191	3,191	19,949
Medical Insuran	3.0%	341	429	139	289	401	551	551	926	1,064	1,064	1,064	7,883
Consulting		4,600	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	72,600
Recruiting													
Travel			3,000	4,000	4,000	4,000	4,000	4,000	4,000	5,000	5,000	5,000	42,000
Training			1,000					1,000					2,000
Depreciation		79	79	79	162	162	162	162	329	329	329	329	2,203
Equipment Rent/Lease	225	546											771
Equipment/Software		106											106
Network access		652											652
Computer supplies	131	100											231
Other	260	1,088	700	700	700	700	700	700	700	700	700	700	8,348
<b>G &amp; A ONLY</b>													
Office Rent	3,480	4,140	5,000	5,000	5,000	5,000	5,000	6,000	6,000	6,000	6,000	6,000	62,620
Office Supplies	781	3,910	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,691
Office Maintenance/security	80	1,431	150	150	150	150	150	150	150	150	150	150	3,011
Postage & Delivery	10	706	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	10,716
Telephone	742	4,766	4,000	6,000	6,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	68,508
Equipment Repair			250	250	250	250	250	250	250	250	250	250	2,500
Bank Charges			150	150	150	150	150	150	150	150	150	150	1,500
Dues & Subscriptions		66	100	100	100	100	100	100	100	100	100	100	1,066
Legal & Accounting	135	2,400	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000	18,535
Casualty Insurance									5,000				5,000
Equipment & Software			1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	10,500
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	15,431	37,237	29,659	39,259	43,543	50,143	50,143	67,140	76,442	72,442	72,442	78,442	632,326

**Report 7A**

**G&A Salaries**

26-Sep-94

FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$85,000	President	Brewster Kah	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	85,000
\$120,000	COO	TBH								10,000	10,000	10,000	10,000	10,000	50,000
\$25,500	Exec. Assistant	Judy Chen	1,553	2,134	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	24,937
\$30,000	Office Manager	Dia Cheney	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
\$45,000	Accountant	TBH					3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	30,000
	Placeholder					5,000	5,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
	Unlocated														
	Bonus offset				-7,083	-7,083	-7,083	-7,083	-7,083	-4,585					-40,000
	Total		11,136	11,717	4,625	9,625	13,375	18,375	18,375	30,873	35,458	35,458	35,458	35,458	259,937



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26-Sep-94

Company-Wide Expenses  
FY1995

	Actuals			Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total	1994
	Jun-94	Jul-94	Aug-94												Total
Salaries	44,435	40,386	16,967	33,125	70,834	98,959	115,209	123,125	142,540	147,125	147,125	147,125	147,125	1,229,644	356,079
Payroll Taxes	3,371	501	1,265	2,981	6,375	8,906	10,369	11,081	12,829	13,241	13,241	13,241	13,241	107,272	30,068
Medical Insurance	1,718	1,106	1,195	994	2,125	2,969	3,456	3,694	4,276	4,414	4,414	4,414	4,414	37,470	11,108
Consulting	8,825	4,663	9,213	22,250	31,250	32,250	27,250	20,250	20,250	28,250	28,250	28,250	28,250	280,377	89,050
Recruiting		0	49	11,500	0	0	18,000	0	15,000	0	0	0	0	44,549	
Travel	9,944	0	2,388	9,500	10,500	10,500	11,500	11,500	11,500	16,500	17,500	17,500	17,500	136,388	41,807
Training		0	-33	3,000	0	0	0	0	4,000	0	0	0	0	6,967	
Depreciation		2,598	2,748	2,827	3,521	3,827	4,244	4,827	4,966	5,549	5,688	5,688	6,105	52,586	4,000
Equipment Rent/Lease	484	455	975	500	500	500	500	500	500	500	500	500	500	6,430	3,932
Equipment/Software	970	0	1,076	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	41,076	32,766
Network access	219	0	2,371	12,100	100	100	100	100	100	100	100	100	100	15,371	2,534
Computer supplies	1,158	131	411	2,500	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	30,042	18,545
Other		358	1,126	700	700	700	700	700	700	700	700	700	700	8,484	
														0	
Marketing\Sales Onl	3,659													0	10,214
Commissions		2,000	3,700	11,400	10,026	6,240	11,976	8,000	16,939	11,189	15,611	16,711	22,861	136,653	
Advertising		0	0	0	0	0	0	0	0	0	0	0	0	0	
Seminars		100	0	0	0	0	0	0	0	0	0	0	0	100	
Public Relations		0	27	0	0	0	0	0	0	0	0	0	0	27	
Direct Mail		0	0	0	0	0	0	0	25,000	0	0	25,000	0	50,000	
Trade Shows		0	0	7,500	0	0	0	0	0	7,500	0	0	0	15,000	
Collateral Development		0	0	1,000	5,000	10,000	5,000	0	0	0	0	0	0	21,000	
Collateral		0	0	0	5,000	0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	40,000	
Advertising		308	375	0	0	0	0	0	0	0	0	0	0	683	
														0	
G&A Only														0	
Office Rent	3,480	3,480	4,140	5,000	5,000	5,000	5,000	5,000	6,000	6,000	6,000	6,000	6,000	62,620	36,240
Office Supplies	1,430	781	3,910	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,691	22,226
Office Maintenance		80	1,431	150	150	150	150	150	150	150	150	150	150	3,011	
Postage & Delivery	254	10	706	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	10,716	5,000
Telephone	3,179	742	4,766	4,000	6,000	6,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	68,508	31,819
Equipment Repair		0	0	250	250	250	250	250	250	250	250	250	250	2,500	
Bank Charges		0	0	150	150	150	150	150	150	150	150	150	150	1,500	
Dues & Subscriptions		0	66	100	100	100	100	100	100	100	100	100	100	1,066	
Legal & Accounting	1,262	135	2,400	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000	18,535	14,736
Casualty Insurance		0	0	0	0	0	0	0	0	5,000	0	0	0	5,000	
Equipment & Software		0	0	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	10,500	
	1,077	0	0	0	0	0	0	0	0	0	0	0	0	0	4,991
	85,465	57,834	61,272	140,577	169,631	198,651	238,003	213,477	290,299	271,768	264,829	290,929	278,496	2,475,766	715,115
														0	
Marketing & Sales		10,011	2,678	41,667	38,773	38,907	48,643	45,533	99,952	65,702	62,624	88,724	69,874	613,089	
Development		19,356	20,545	37,559	55,602	73,541	96,474	75,057	76,196	83,196	83,196	83,196	83,196	787,114	
Publishing		13,036	812	31,691	35,997	42,661	42,744	42,744	47,011	46,427	46,566	46,566	46,983	443,238	
G&A		15,431	37,237	29,659	39,259	43,543	50,143	50,143	67,140	76,442	72,442	72,442	78,442	632,326	
		57,834	61,272	140,577	169,631	198,651	238,003	213,477	290,299	271,768	264,829	290,929	278,496	2,475,766	
														0	
Accounts payable (see bold items above)		5,350	20,880	51,194	34,951	27,009	57,232	35,494	86,015	45,403	44,825	70,925	58,075		

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**FY1995 Captial Equipment & Software Additions**

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
<b>Production Services</b>												
Servers						15,000			15,000			15,000
Engineer workstation				5,000						5,000		
Account Manager Workstation					3,000							
	0	0	0	5,000	3,000	15,000	0	0	15,000	5,000	0	15,000
<b>Equipment &amp; Software</b>												
Engineer workstations				5,000	5,000							
Marketing worstations		3,000		6,000			6,000	5,000				
G&A Workstations				3,000								
Development Server							15,000					
Corporate Disk Capacity				6,000								
Color Printer	4,500	0										
Marketing demo equipment												
Placeholder	1,127		0									
	5,627	3,000	0	20,000	5,000	0	21,000	5,000	0	0	0	0
<b>Furniture</b>												
Furniture				5,000								
Booth								10,000				
		0	0	5,000	0	0	0	10,000	0	0	0	0
<b>Total</b>	5,627	3,000	0	30,000	8,000	15,000	21,000	15,000	15,000	5,000	0	15,000
<b>Cummulative</b>	5,627	8,627	8,627	38,627	46,627	61,627	82,627	97,627	112,627	117,627	117,627	132,627

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# **FY 1995 Headcount Forecast**

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
<b>Marketing &amp; Sales</b>												
VP Sales & Mrktg	1	1	1	1	1	1	1	1	1	1	1	1
Sales Assistant	1	1	1	1	1	1	1	1	1	1	1	1
VAR Mgr				1	1	1	1	1	1	1	1	1
Product Mktng Mgr							1	1	1	1	1	1
Telesales Rep		1	1	1	1	1	2	2	2	2	2	2
Federal Sales								1	1	1	1	1
Online Sales Rep				1	1	1	1	1	1	1	1	1
Marketing & Sales Total	2	3	3	5	5	5	7	8	8	8	8	8
<b>Production Services</b>												
VP Publiishing	1	1	1	1	1	1	1	1	1	1	1	1
Account Mgr						1	1	1	1	1	1	1
Systems Admin				1	1	1	1	1	1	1	1	1
Engineer	1	1	1	1	1	1	1	1	1	1	1	1
Engineer/designer				1	1	1	1	1	1	1	1	1
Information Architect					1	1	1	1	1	1	1	1
Production Services Total	2	2	2	4	5	6	6	6	6	6	6	6
<b>Development</b>												
VP Development						1	1	1	1	1	1	1
Senior Engineer	1	1	1	2	2	2	2	2	2	2	2	2
Engineer	3	3	3	4	7	7	7	7	7	7	7	7
Development Total	4	4	4	6	9	10	10	10	10	10	10	10
<b>Administration</b>												
President	1	1	1	1	1	1	1	1	1	1	1	1
COO								1	1	1	1	1
Exec. Assistant	1	1	1	1	1	1	1	1	1	1	1	1
Office Manager	1	1	1	1	1	1	1	1	1	1	1	1
Accountant					1	1	1	1	1	1	1	1
Administration Total	3	3	3	3	4	4	4	5	5	5	5	5
<b>Company Total</b>	11	12	12	18	23	25	27	29	29	29	29	29